

## Message Text

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PAGE 01 BREMEN 00459 311545Z  
ACTION COME-00

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TO SECSTATE WASHDC 2693  
INFO AMEMBASSY BONN  
AMEMBASSY COPENHAGEN

UNCLAS BREMEN 459

STATE PASS COMMERCE/NOAA/NMFS

COPENHAGEN FOR REGIONAL FISHERIES ATTACHE

E.O. 11652: N/A  
TAGS: EFIS GW  
SUBJECT: EXPORT OF DOGFISH PRODUCTS TO FRG

REF: STATE 135242

1. POST APPRECIATES IDENTIFICATION BY NMFS OF CAPABLE  
U.S. DOGFISH PRODUCTS EXPORTER ON ATLANTIC COAST AND LOOKS  
FORWARD TO RECEIVING ADDITIONAL NAMES OF PRODUCERS ON PACIFIC  
COAST.

2. FOLLOWING IS BRIEF DESCRIPTION OF MARKET FOR DOGFISH  
PRODUCTS IN FRG: ACCORDING TO LOCAL DEALER SOURCES, MARKET  
IS FAIRLY STATIC AT ABOUT 2,000 METRIC TONS PER YEAR, OF  
WHICH ABOUT 80 PERCENT IS IN BELLY FLAPS AND 20 PERCENT IN  
BACKS. DOMESTIC LANDINGS OF DOGFISH ARE ESTIMATED AT LESS  
THAN 100 MT. IN 1977, NORWAY SUPPLIED ABOUT 45 PERCENT OF  
GERMAN DOGFISH NEEDS, ENGLAND ABOUT 28 PERCENT, THE UNITED  
STATES 15 PERCENT AND CANADA NEARLY 8 PERCENT. IN FIRST  
FOUR MONTHS OF 1978 THIS IMPORT PATTERN SHOWED SIGNIFICANT  
CHANGES: PURCHASES FROM NORWAY AND ENGLAND WERE NEARLY  
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HALVED, IMPORTS FROM CANADA TRIPLED, AND SOUTH AFRICA  
AND JAPAN APPEARED AS VOLUME SUPPLIERS WITH MARKET SHARES  
OF ABOUT 6 PERCENT EACH. U.S. SUPPLIES STOOD AT 16 PERCENT.  
CURRENTLY, DOGFISH BELLY FLAPS ARE PRICED AT ABOUT NINETY  
CENTS PER POUND, CIF GERMAN SEABOARD. AVERAGE WEIGHT OF FLAP  
IS ABOUT FOUR OUNCES; AVERAGE LENGTH IS ELEVEN INCHES,  
AVERAGE WIDTH IS NEARLY THREE INCHES. FLAPS ARE PURCHASED

DEEP FROZEN, POLYWRAPPED IN WAX LINED CARTONS CONTAINING 40-45 POUNDS. PRICE OF BACKS IS ABOUT 50 PERCENT OF FLAP PRICE.

3. WE NOTED VAST DIFFERENCE BETWEEN TEN CENTS PER POUND OFFERED BY DEALERS FOR GUTTED DOGFISH TO U.S. FISHERMEN QUOTED IN REFTTEL AND ABOVE CIF PRICE. WE UNDERSTAND THAT DOGFISH PROCESSING IS RATHER LABOR INTENSIVE AND THAT THE FILLET YIELD IS ONLY ABOUT ONE-THIRD OF THE ROUND WEIGHT. ABOUT ONE-FOURTH OF THE FILLET YIELD IS IN FLAPS AND ABOUT THREE FOURTHS IN LOWER PRICED BACKS, FOR WHICH THERE ARE REPORTED TO BE GOOD MARKETS IN ENGLAND AND FRANCE. ALSO EAST BLOC COUNTRIES ARE SAID TO BE DEVELOPING AN INTEREST IN DOGFISH PRODUCTS.

4. NOTWITHSTANDING, WITH THE ABOVE PRICE SPREAD, U.S. FISHERMEN MAY WISH TO RECONSIDER THE ECONOMICS OF THIS SPECIAL TRADE POSSIBLY THROUGH THE ESTABLISHMENT OF A COOPERATIVE AS WAS SUCCESSFULLY DONE BY NORTH CAROLINA EEL PRODUCERS, WHO FACED A SIMILAR PROBLEM. GERMAN IMPORTERS WOULD BE PREPARED TO INSTRUCT U.S. FISHERMEN IN PROCESSING AND QUALITY NEEDS AND ASSIST THEM IN DEVELOPING MARKETS FOR BACKS OUTSIDE THE FRG. SCHIFFMAN

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## Message Attributes

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**TAGS:** EFIS, GE, US  
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